

Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The home improvement and maintenance market benefits from a healthy economy and genuine interest in improving the home. As more consumers engage in discretionary projects to create a home that looks and feel like their own and works more efficiently, retailers will have a prime opportunity to engage and empower DIYers."

- Rebecca Cullen, Household Care Analyst

This report looks at the following areas:

- Home improvement and maintenance market
- American's future is bright and filled with home projects

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL:EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Definition

Executive Summary

Overview

Home improvement and maintenance market

Figure 1: DIY home improvement participation, Winter February 2009-March 2018

American's future is bright and filled with home projects

Figure 2: Past and future home spending plans, February 2018

Home improvement and maintenance participants

Inflated confidence leading to less reliance on professional help

Figure 3: Any home improvement projects DIY or by hired professional, confidence's impact on projects undertaken, July 2018

Younger adults enter DIY market

Figure 4: Interior DIY home improvement and maintenance projects, by age, July 2018

Frequent DIYers well planned and inspired by design media

Figure 5: approach to projects, by number of DIY projects undertaken in the past three years, July 2018

Planning and shopping for home improvement projects

Home improvement stores dominate, yet mass and online making moves

Figure 6: Home improvement, mass merchandisers, and online-only retailers shopped, by age, July 2018

Seeing is believing and achieving: tech tools, services enhance shopping experience

Figure 7: Desired technology and service retail improvements, by age, July 2018

What it means

The Market - What You Need to Know

Participation remains stable, future spending plans include home projects

Millennials slow to enter home market, but they are entering eventually

Market Perspective

Category participation remains stable

Figure 8: Adult home improvement participation in the last 12 months, winter 2009-18

Social media, design shows changing the home improvement game

America's future spending plans include home improvement purchases

Figure 9: Past and future home spending plans, February 2018

Market Factors

Millennials slow to buy first home, start a family

Figure 10: Homeownership rate, by age of householder, 2017

Home renovation trends provide positive outlook

Figure 11: NAHB Remodeling Market Index (RMI), 2010-18

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Key Players - What You Need to Know

Mass merchandisers investing in home décor and projects

Changing how consumers plan and shop for home projects

Aging in place pursuits create opportunities to reach older adults

What's Happening?

Home improvement retailers continue to dominate

Mass merchandisers look to capture larger share of DIY market

Figure 12: Target Magnolia Home social media campaign, June 2018

In their own words: shopping mass merchants vs home improvement retailers

Projects that make the home work for the owner are trending

What's Struggling?

Confidence in home project skills limits need for professional help

Figure 13: Wayfair "My secret weapon" TV ad, June 2017

On-demand home services

What's Next?

Evolving the shopping experience

Social shopping

Tech platforms bring new level of convenience to inspiration and visualization

Seamless shopping

Acknowledge aging in place trends

Figure 14: Number of DIY home projects undertaken, by generation, July 2018

The Consumer - What You Need to Know

Cosmetic updates most popular, particularly among young DIYers

Traditional DIY retailers dominate, yet mass and online gain ground

Adults look to peers for guidance, then Google

Frequent DIYers well-prepared, inspired by design shows

Category shoppers want services and tools that add convenience

Younger adults, frequent DIYers find value in home style

Home Improvement Projects

Interior projects most common DIY home improvement project

Exterior and flooring projects are left to professionals

Figure 15: Home improvement and maintenance projects, July 2018

Younger adults move into key DIY years

Figure 16: Select interior DIY home improvement and maintenance projects, by age, July 2018

Income, living situation limit category participation

Figure 17: Lowe's Instagram story, Fall 2017

Figure 18: Select home improvement and maintenance projects, by household income, primary residence, July 2018

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Retail Channels Shopped

Big box home improvement centers most shopped

Figure 19: Wayfair email campaign, July 2018 Figure 20: Retail channels shopped, July 2018

Younger DIY shoppers head to mass, specialty, and online retailers

Figure 21: Select retail channels shopped, by age, July 2018

Hardware, specialty stores preferred for more complex projects

Figure 22: Select DIY home improvement projects, by big box, hardware, and specialty retailers shopped (nets), July 2018

Hiring Professional Help

In friends and family we trust

Figure 23: Hiring professional help, July 2018

Older adults trust personal contacts, younger adults trust the internet

Figure 24: Select methods of hiring professional help, by age, July 2018

Approach to Projects

Planning and preparedness are key for home projects

The HGTV effect: design shows inspire projects

Figure 25: Approach to projects, by repertoire of DIY projects undertaken and planned, July 2018

In their words: most commit to a project, then look for inspiration

Older shoppers seek professional advice, younger adults inspired by emerging media

Figure 26: Select approaches to projects, by age, July 2018

Desired Retail Improvements

Services and experiential retailing could pay off

Figure 27: Desired retail improvements, July 2018

In their words: services and tools that enhance shopping

Visualization tools, in-store services reach widest audience

Figure 28: TURF analysis – Desired improvements, July 2018

Methodology

Retailers can differentiate on services, tech tools

Figure 29: Select desired retail improvements, by age, July 2018

Attitudes and Behaviors toward Home Improvement

Personal touch makes it feel like home

Focus on shorter, easy to complete projects

Figure 30: Attitudes and behaviors toward home improvement and repair, July 2018

Frequent DIYers gain personal gratification from home projects

Figure 31: Select attitudes and behaviors toward home improvement projects, by number of DIY projects undertaken in the past three years, July 2018

Younger participants overwhelmed, adding personal touch to first home

Figure 32: Select attitudes and behaviors toward home improvement and repair, by age, July 2018

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300 APAC +61 (0) 2 8284 8100 |

EMAIL: reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Appendix - Data Sources and Abbreviations

Data sources

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

Appendix - The Market

Figure 33: Summary of bases for home improvement participation in the last 12 months, February 2009-March 2018

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com